Job Description: CRM Sales Consultant

Are you looking for a career that will let you work with the brightest minds in the technology industry? Do you want to be part of a global team that's changing the way the world does business? For over three decades, Oracle has been the center of innovation for business software, the birthplace of the first commercially available relational database, the first suite of internet-based applications, and the next-generation enterprise-computing platform, Oracle Fusion. Today, Oracle provides the world's most complete, open, and integrated business software and hardware systems, with more than 370,000 customers. This includes 100 of the Fortune 100 with a variety of sizes and industries in more than 145 countries around the globe. Oracle's 115,000 global employees are critical to that success.

The responsibilities of a CRM Sales Consultant are broad and the challenges are demanding. You will experience pressure to constantly deliver more – more revenue, more innovation and more value to your customers. However, with the hard work and results come a competitive compensation package and a compelling career path. If you have a great attitude and a passion for sales, and thrive in an environment that is challenging yet rewarding, you should consider a sales career with Oracle.

About The Role:
The CRM Sales Consultant is responsible for presenting Oracle's Customer Relationship Management (CRM) and Customer Experience (CX) product offerings in the best light to prospects and customers, to evoke confidence in Oracle's business applications solutions and technology infrastructure during the sales cycle. This position will support the pre-sales efforts of sales teams working with customers in a variety of market segments and industries. In addition to understanding the key requirements of these types of businesses, the CRM Sales Consultant deliver software demonstrations to show the functional and technical capabilities of Oracle's applications to meet the customer's needs.

Our CRM Sales Consultants receive world-class product training and sales enablement through our proven education and certification methods. CRM Sales Consultants will learn all aspects of CRM, CX and Social Relationship Management solutions. They will also be taught the business and technical benefits of Software as a Service (SaaS) and cloud-based deployment options.

Responsibilities:
As a CRM Sales Consultant you will be responsible for providing presales technical / functional support to prospective clients and customers while ensuring customer satisfaction with minimal supervision, through online/in person sales efforts. A CRM Sales Consultant will also:

- Work alongside strategic account sales representatives in closing business by providing technical expertise during the sales cycle primarily for cloud-based CRM applications.
- Responsible for discovery calls, solution architecture definition and delivery of solution-based demonstrations to customers.
- Develop and deliver high quality standard Oracle presentations and demonstrations to prospects and customers.
- Provide direction and specialist knowledge in applying the technology/application to client business.
- Direct customer facing discovery sessions and technical presentations, solution demos relating to Oracle applications and cloud services.
- Strategic planning and account development.
- Provide product and solution positioning training to sales associates.
- Present and articulate advanced product features and benefits, product future direction and overall Oracle solutions.